

Western Mass Venture Forum

@ American International College

Where Ideas Meet Money™

Invitation & Agenda

May 21, 2002

STORIES FROM THE FUNDING FRONT

The May 21, 2002 session of the Western Massachusetts Venture Forum gets underway at 5:30 PM with registration at the Karen Sprague Cultural Arts Center at the American International College Campus at 1000 State Street in Springfield.

Featuring the return of John Hodgman and a panel of previous Business Plan presenters at the Forum, the focus of this session is STORIES FROM THE FUNDING FRONT. Hodgman, former CEO of Massachusetts Technology Development Corporation, and an investor in over 100 companies, will share his insight and experience on getting from plan to cash. The panel of presentors will include John Gannon, CEO of CASTion Corporation, which just closed on a \$2.45 MM investment after presenting at the Forum.

The schedule is:

5:30pm Registration/Networking

6:00 Featured Speaker:

John Hodgman, former President & CEO, Massachusetts Technology Development Corporation

John returns to the Forum to share the insights of his 15 year experience leading MTDC's team to a national reputation as one of the most successful state-backed venture capital firms. John managed investments in over 110 early-stage technology companies. He

The 2001-2001 Season of the Western Massachusetts Venture Forum is sponsored by American International College, Nicolai Law Group, P.C., Massachusetts Technology Development Corporation, Burkhart & Pizzanelli, P.C., Themistos & Dane, P.C. & PriceWaterhouseCoopers, LLC.

remains active on the business funding front as a Director of the Massachusetts Certified Development Corporation, an organization providing asset-based financing through the SBA 504 Program.

Before joining MTDC, John was an operating executive. He was President and CEO of Stewart Systems, a computer software company; CEO of the Massachusetts Division of Employment and Training; and Director of Personnel Management for the New England Group of PricewaterhouseCoopers, LLP.

6:45 Open mic: Opportunity for entrepreneurs from the audience to make a one minute pitch

7:00 Panel Discussion - Forum Presenter's experiences

The heads of five companies will add local perspective:

John Gannon, CASTion's CEO will describe how he went from presenting his plan at the Forum to closing a \$2,450,000 investment.

John Reed from BioShelters will discuss how a Forum presentation put him in contact with help and resources

Jaimie Page from CROSSKATES will detail his company's development.

Joseph Steig, former CFO of Hot Roofs will detail his experiences.

7:45 Audience questions

Directions to American International College, Springfield, MA

FROM THE NORTH: Interstate 91 South to Exit 7 (Columbus Avenue/Springfield Center). Take a left at second traffic light onto State Street. Follow State Street approximately two miles. When the road divides, bear left and continue on State Street.

FROM THE SOUTH: Interstate 91 North to Exit 4 (Broad Street). Proceed straight from the exit approximately 1/2 mile to State Street. Take right onto State Street and follow previous directions.

FROM THE EAST OR WEST: Massachusetts Turnpike (I-90) to Exit 6 (Springfield). Take left from exit onto Interstate 291. Take Exit 5 (East Springfield/20A). Take left at first light onto Roosevelt Avenue. Follow Roosevelt Avenue for approximately two miles, passing the AIC

The 2001-2001 Season of the Western Massachusetts Venture Forum is sponsored by American International College, Nicolai Law Group, P.C., Massachusetts Technology Development Corporation, Burkhart & Pizzanelli, P.C., Themistos & Dane, P.C. & PriceWaterhouseCoopers, LLC.

Athletic Complex on the right. After the overpass, take second right onto Wilbraham Road. Follow Wilbraham Road approximately one mile to the AIC campus on right.

The Karen Sprague Cultural Art Center is on the corner of State and Homer Streets. Parking is available in the lot at State and Maynard Streets, next to City Cleaners.

Many thanks to the volunteers who make this program possible.

The 2001-2001 Season of the Western Massachusetts Venture Forum is sponsored by American International College, Nicolai Law Group, P.C., Massachusetts Technology Development Corporation, Burkhart & Pizzanelli, P.C., Themistos & Dane, P.C. & PriceWaterhouseCoopers, LLC.